QUALYS SECURITY CONFERENCE 2019

Security at a Crossroads – Part II

The drastic changes and opportunities the cloud brings to the industry, security vendors and security professionals

Philippe Courtot
Chairman and CEO, Qualys, Inc.

Looking Back

The Inconvenient Truth

RSA® CONFERENCE 2012
FEBRUARY 27 – MARCH 2
SAN FRANCISCO

Qualys Keynote
Wednesday, Feb 29 at 3:40PM
The Urgent Need for a More Effective Approach to Security
Philippe Courtot, Chairman & CEO, Qualys

The Evolution of Computing

MAINFRAME COMPUTING	1955 – 2000	45 YEARS
MINI COMPUTERS	1977 – 1998	21 YEARS
CLIENT SERVER COMPUTING	1985 – 2015	30 YEARS
CLOUD-BASED COMPUTING	AWS 2006, AZURE 2007, GCP 2008	

What's next?
5G – Quantum Computing – Genetic Storage …

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Changes and Opportunities Created

Driven by advances in computing technologies and the underlining architectures they enable

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What About Security?

MAINRAME COMPUTING	For very large companies
MINI COMPUTERS	For the labs / departments
CLIENT SERVER COMPUTING	For the employees
CLOUD-BASED COMPUTING	For everyone on the planet

With client server computing security became far more complex

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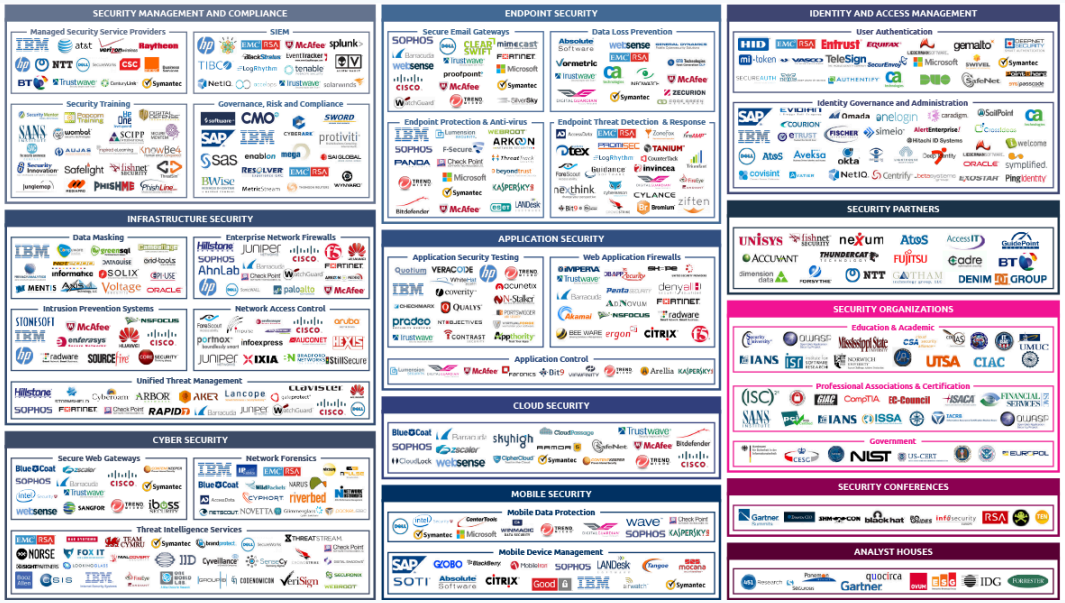
The Rise of Hackers – Bolting on Security



Digital Transformation is accelerating and changing everything we know

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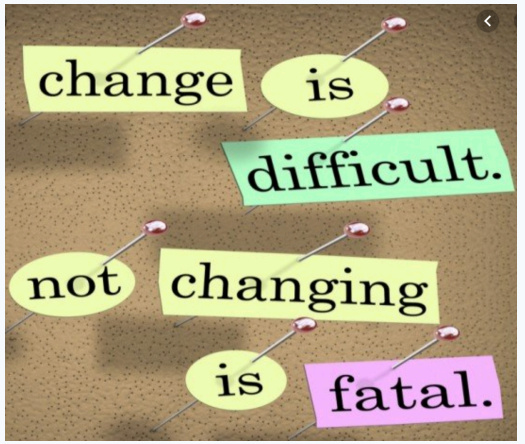
Four New Security Market Segments Emerging

1) LARGE ENTERPRISE

2) CLOUD COMPUTING VENDORS

3) A NEW GENERATION OF MSSPS

4) OT and IOT VENDORS



The enterprise network is about to shrink, accelerating the ongoing vendor consolidation

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Challenges Facing Traditional Enterprise Security Vendors

1) RE-ARCHITECTING CHALLENGE

2) DISTRIBUTION CHANNELS ARE CHANGING

3) A NEW BUYER IS EMERGING

4) BUSINESS MODEL CHALLENGE

Security professionals must adapt and embrace change

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IT, DevOps and Security Teams Must Unite and Create True Partnerships with Vendors

Security is now front and center and it must be built-in

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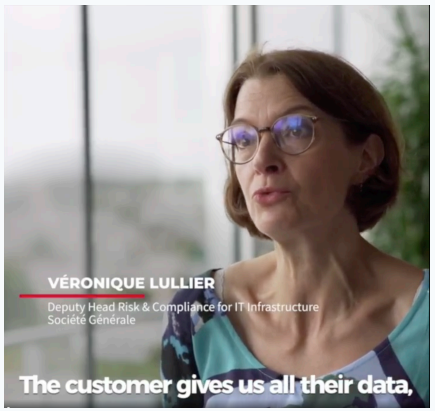
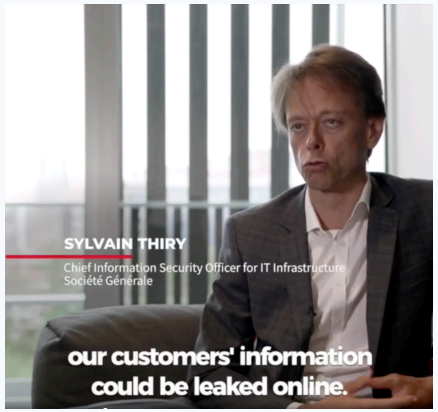
Societe Generale Embracing the Change

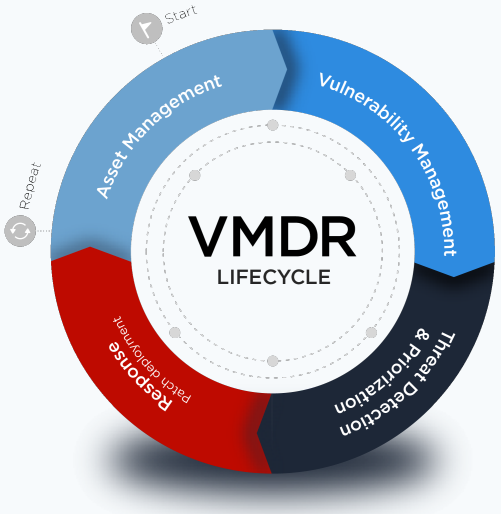




Qualys' Contribution

Introducing VMDR

VMDR - Bringing VM to the Next Level



VMDR with Built-in Orchestration

A single cloud platform that unites IT, DevOps, Security and Compliance teams.

The underlying foundation for our forthcoming EDR, Data Lake/SIEM and other Initiatives.

Unprecedented real-time visibility, detection, automation and response with rich contextual information

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A Tribute to Our Customers

72% of the Forbes Global 50, 46% of Global 500, and 25% of Global 2000

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Thank You

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